From :

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OCT-17-97 FRI 13:26 JT INTL USA INC FAX NO. 2018771417 P.01/01

JT INTERNATIONAL USA INC
470 STERLING AVENUE
EAGLEWOOD CLIFFS, N. 07632
PHONE: 201 871-1500
FAX: 201 871-1417

JT

TO: ED FROM: STEVE GROSSBERG

WAVE Going From $2.50 TO $3.50 OFF INVOICE 11/1/97 IN NY METRO

CC: M. A. Young

To Our Valued Customers:

This is to advise you that effective November 1, 1997, JTI-USA will be increasing the Off-Invoice Discount on its Wave Brand in the Metro-NY and New Jersey Markets from $2.50 to $3.50 per carton. This will be accompanied by a buy-down and re-stickering of All Wave at the Distributor Warehouses.

The buy-down will be conducted by JT International-USA personnel beginning Thursday, October 30, 1997, and will conclude on Monday, November 3, 1997. Immediately upon the completion of the count and stickering of product the JTI Sales Personnel will fax a copy of the amount to the New Jersey Sales Office. The office will then forward a reimbursement check equal to $1.00 per carton by express mail directly to the Distributor.

You will be receiving a call during the next several days by a Telemarketing Representative to confirm the date of your scheduled count.

Thank you for your cooperation.

372-0494

Source: https://www.industrydocuments.ucsf.edu/docs/zxhy0000